

Economic Development Commission Member Biographies 2010

Group A:

James E. Bennett, A.A.E. is the President and Chief Executive Officer of the Metropolitan Washington Airports Authority. In that capacity, he plans and directs the operations of the Authority. He is responsible for airport management at both Reagan National and Dulles airports as well as Authority-wide public safety, business administration, human resources and technology.

Prior to joining the Authority, Mr. Bennett held a number of senior management positions around the country with airports and airport management organizations, and is the current Chairman of the International Association of Airport Executives.

Mr. Bennett holds a B.A. in Aviation Management from Auburn University and an M.P.A. from the University of Michigan.

Ralph Buona is Telos Corporation's senior vice president of corporate business development where he is responsible for overseeing the expansion of each Telos Business Unit through the acquisition of new opportunities. Prior to assuming this position, Buona was the vice president and general manager of Telos Managed Solutions where he managed the \$120 million Managed Solutions Division of Telos.

Buona, who joined Telos in 1994 has also served in a variety of roles including vice president of product development cultivating new offerings in the areas of information operations/assurance, enterprise management, enterprise integration, wireless networking, advanced messaging and traditional systems integration. Before joining the company, Buona served in numerous management and executive positions with Cincinnati Bell Information Systems, Federal Information Technologies, and Contel Information Systems.

Buona began his career as an Air Force aviator, concluding his military service at Air Force Space Command and NORAD, where he was responsible for managing software development and information assurance activities associated with the advanced early warning missile defense systems. He earned a B.S. in management from the U.S. Air Force Academy and an M.S. in systems management from the University of Southern California. Buona's leadership also extends beyond Telos into the local community. He is currently the first vice chair and chairman-elect 2010 of the Loudoun County Chamber of Commerce.

Doug Fabboli has worked in the wine industry since 1981 when he took a job at a small vineyard in Upstate New York. After receiving a Business Degree from Syracuse University, he moved with his wife Colleen to Sonoma, CA to work at Buena Vista Winery. In 1997, they returned east to settle in Lucketts.

Doug has worked with many of Loudoun's wineries as a consultant or winemaker. In 2005, Doug and Colleen opened their own winery, Fabboli Cellars, to rave

Economic Development Commission Member Biographies 2010

reviews of top wine quality and hospitality. Doug is very active in the community with the Lucketts Ruritan Club and the Boy Scouts.

Russell S. Gestl is Vice President of Project Development for Buchanan Partners, LLC, and Executive Vice President of Hubert Construction, LLC. He serves on the Economic Development Commission as the representative of the Washington Airports Task Force.

Mr. Gestl oversees the due diligence, design, approval and development of commercial, industrial and residential land and building development projects for Buchanan Partners. Throughout his career he has successfully completed construction and development projects ranging in volume from \$1 million to \$30 million and in size from 1,000 square feet to 300,000 square feet. He is a member of the NAIOP Loudoun County Land Use Committee, the Executive Council of NVBIA's Loudoun Chapter, the Suburban Maryland Building Industry Association, Associated Builders and Contractors, and is Chairman of the Route 606 Coalition. He received his Bachelors of Architectural Engineering from the Pennsylvania State University.

Katie Sheldon Hammler is the appointed member from the Leesburg Town Council to the Loudoun County Economic Development Commission. Before being elected to the Council, she was an appointed member to Leesburg's Economic Development Commission and also served on the Loudoun Convention and Visitors Association Board. She is a member of the Virginia Municipal League's Finance Committee and is the Council's representative to the National League of Cities, the Cable Commission, and previously served on the Parks & Recreation commission. Ms. Hammler is a 2004 graduate of the Virginia Certified Planning Commissioner's Program. She is also active in the community as a coach for Leesburg Girls Softball and as a member of the Board of Directors for the Youth Music Promotion and Preservation Association and the Loudoun Abused Women's Shelter.

A former Captain in the U.S. Army Reserves, Ms. Hammler earned her B.A. in International Relations from Brown University, and an MBA in Information Systems Management from The George Washington University. Identified as an early leader in the web services industry, she has served on the ASP Board for the Information Technology Association of America and as the Vice Chair of the Americas on the Board of the ASP Industry Consortium. She has nearly 20 years experience in marketing, public relations and business development, and currently works on the corporate marketing team for VeriSign, based in Dulles, Virginia.

Carolyn Howell is the Vice President of Dulles Golf Center & Sports Park and has been working for and with its owner Robert Reiver for 31 years. Initially she was the office manager and full charge bookkeeper of his Rockville, Maryland Law Firm until 1997 when he developed the Dulles Golf Center & Sports Park.

As Vice President/General Manager she is responsible for the day to day operation of the year round facility and has elevated the sports park to be named among the Top 100 Golf Ranges in America by Golf Range Magazine every year since 2001. In

Economic Development Commission Member Biographies 2010

1998 Carolyn took on a new role as an event planner when Dulles Golf Center hosted its first company picnic for Grand Hyatt of Washington, DC . Thereafter capitalizing on the tremendous potential for group outings, she began forging relationships that resulted in positioning the sports park as a desired events venue.

In 2006 Carolyn was promoted to Managing Partner of newly launched events division, Fun Company Picnics overseeing more than 200 outdoor events from April to October. In part due to her efforts the company won top honors from the Chamber of Commerce and was named the 2007 Small Business of the Year. Carolyn has been the creative energy behind hundreds of company picnics, corporate outings and team building events themed and customized to the client's budget and taste. Dulles Golf Center & Sports Park has always made it a priority to give to the charitable causes in Loudoun County. Typically, Dulles Golf annually donates tens of thousands of dollars in the form of gift certificates to benefit local and national charities.

In June 2009, Carolyn took her event planning to new heights when she won the company's first government contract and created a carnival and multicultural event for more than 1200 guests on the waterfront in Washington, D.C.

She has been a board member of the Loudoun Convention and Visitors Association (LCVA) since 2004 and currently serves as Chairman of the Board of Directors. Carolyn resides in Maryland with her husband of 35 years and is the mother of three children.

The Honorable Elaine Walker is Mayor of the Town of Lovettsville. Born in Lovettsville, she has lived all her life in Loudoun. After raising her family, she worked fourteen years for Loudoun County Public Schools. She retired in 1989, and became Mayor in 1990. She represents the Coalition of Loudoun Towns (COLT) on the Economic Development Commission.

Group B

Dr. John E. Bischoff works as an independent consultant. Most recently he has worked with the not for profit Integrated Information Systems Institute developing a strategic plan and as an Adjunct Professor of Engineering Management with The George Washington University School of Engineering and Applied Science.

Dr. Bischoff, has been involved with technology startup companies serving as the President/CEO of Attila Technologies, a multi band communication company and as the Chief Operating Officer of Aurora Technologies, a biometric company.

Dr. Bischoff served as the Vice President of Finance and Operations for America Online, Inc. Before joining AOL, Dr. Bischoff held various management positions at IBM, spending the last ten years with IBM at the company's TJ Watson Research Center.

Economic Development Commission Member Biographies 2010

He has served on local nonprofit boards including the Advisory Boards for the George Washington University Virginia Campus and the Loudoun United Way.

Dr. Bischoff holds a BBA from Pace University, an MBA in Finance from Long Island University, an MS in Telecommunications Management from the Polytechnic University, and a Doctor of Science in Engineering Management from The George Washington University.

Joseph L. Boling is Chairman of Middleburg Financial Corporation, the holding company for Middleburg Bank, a \$750 million community bank, Middleburg Trust Company, a private trust and investment management company with \$600 million under management, and Middleburg Investment Advisors with \$650 million under management.

Mr. Boling worked for Crestar Bank, now SunTrust, for 23 years prior to coming to Middleburg Bank. During his tenure with Crestar, he was President and Chief Executive Officer of the Staunton, Virginia, region from 1978-1984, and Senior Vice President and Manager of the Financial Institution Division from 1984-1993.

Having received his bachelor's degree in history from North Carolina Wesleyan College in Rocky Mount, North Carolina, Mr. Boling also earned a graduate degree from CBA Graduate School at the University of Virginia, Charlottesville, Virginia.

Mr. Boling served in Vietnam, during which time he received three Bronze Stars for Valor, Combat Infantry Badge, Valorous Unit Citation, Legion of Merit, Meritorious Service Medal and Army Commendation Medal. He retired in 1994 from the U.S. Army Reserve, after 28 years of military service.

Mr. Boling's civic and professional activities include being a Rotarian. He received the Paul Harris Fellow Award from Rotary International in 1996. He serves on the Board and is past president of the Virginia Bankers Association. He served as Chairman of the James Madison University Foundation and served on the board of the Loudoun Healthcare Retirement Trust. He is also a founding director of the Piedmont Community Foundation and serves on the Windy Hill Foundation and Loudoun County Economic Development Committee.

Linda R. Erbs is director of the Loudoun office for William H. Gordon Associates, Inc., a land use consulting firm. She was formerly Vice President of Planning and Zoning for Greenvest and worked fifteen years for the Loudoun County Department of Building and Development as chief of Engineering and Environmental Services.

Ms. Erbs serves on the Board of Supervisors' Facilities Standards Manual Technical Advisory Committee, Fiscal Impact Technical Advisory Committee, and as chairperson of the Water Resource Technical Advisory Committee.

Ms. Erbs is also a member of the American Planning Association, Urban Land Institute, Engineers and Surveyors Institute Loudoun Committee, Northern Virginia

Economic Development Commission Member Biographies 2010

Building Industry Association, and serves as Co-Chair for the Loudoun Government Affairs Committee of the National Association of Industrial and Office Parks.

She graduated from the University of Wisconsin, where she studied business and journalism.

Michelle Ledger Frank is Manager for Government Affairs at Dulles-based Orbital Sciences Corporation. Since joining Orbital in 2002, her responsibilities have included public affairs, lobbying for Defense programs on Capitol Hill, and working with state and local governments on policy, transportation, workforce and expansion related issues.

Ms. Frank serves on the Governor's Aerospace Advisory Board and is a member of the American League of Lobbyists. She also serves as a National Officer with Zeta Tau Alpha (ZTA) Fraternity. Her work with ZTA gave her the honor of serving as Chairperson for THINK PINK with the Washington Redskins, an annual event to raise breast cancer awareness that began with the Redskins and has since spread throughout the National Football League.

Ms. Frank holds a BA in Broadcast Journalism and Political Science from Illinois State University and is a resident of Ashburn, VA.

Alice P. Frazier is Senior Vice President and Area Executive for BB&T, the largest market share bank in Loudoun County. Ms. Frazier joined BB&T in May 2007 after sixteen years with Middleburg Financial Corporation, where she most recently served as Executive Vice President and Chief Operating Officer. As BB&T's Area Executive she serves as the senior banking officer in Loudoun County and is the market leader responsible for coordination, management and optimization of all commercial banking functions.

Ms. Frazier serves on the board of directors of Loudoun Cares, the executive council of Loudoun School Business Partnership Committee and as a trustee for Loudoun Education Foundation. She also serves on the Virtual Realty Tour committee of the Loudoun Chamber of Commerce.

Ms. Frazier obtained degrees from the Stonier Graduate School of Banking at the University of Delaware, Radford University, and the University of South Carolina Graduate School of Banking Investments.

Paula D. Harper is the Executive Director for Program Development and Management for The George Washington University Ashburn Campus. In this position, she fosters the development of executive and accelerated training and degree programs to meet the needs of residents and regional industry. She serves as a member of the senior leadership team responsible for strategic planning and on-going measurement of the Campus' achievement of its goals and objectives as they relate to the University and the Northern Virginia region.

Economic Development Commission Member Biographies 2010

Most recently, Ms. Harper served for nine years as Director of Medical Center Faculty Affairs for the University's main campus in Washington, DC, dealing with programmatic and research issues relevant to industries in the medical sciences and public health fields. Ms. Harper received her BA in Economics from the University of California, San Diego.

G. Kimball Hart is the owner of Hart, McMurphy & Parks, Inc., a small consulting firm serving the commercial and residential building sectors. The focus of his consulting work has been in strategic planning, energy management, and technology assessment.

He served for more than a decade as President and is now the part-time Executive Director of the Board of Directors for the Windy Hill Foundation. This not-for-profit foundation, which builds homes in Northern Virginia, has provided Mr. Hart extensive experience in affordable housing development, land acquisition and zoning. He received his MPPM/MBA and B.A. in English from Yale University.

Mark Hassinger joined WestDulles Properties in 2004 as Senior Vice President of Development and was appointed President in early 2006. Mark has over 30 years of real estate development experience and leads all development and operational activities at WestDulles Properties.

Prior to joining WestDulles Properties, Mr. Hassinger spent 10 years with Lerner Enterprises as a Development Director and 9 years with Lee Sammis Associates (LSA) as their Director of Development. At LSA, Mark was instrumental in setting the standards for its developments which earned a reputation for design excellence within the real estate community. His expertise and experience includes land use entitlements, master planning, design, permitting and development and construction management, lease and land sale negotiations, business park infrastructure design and land search and acquisition.

Mark currently (2007) serves as Vice Chairman for Government Relations with NAIOP and is a member of the executive committee. In the community, Mark is a member of the Practitioner Faculty of The Johns Hopkins University Master of Science in Real Estate Program; is an associate member of The Urban Land Institute and has moderated numerous real estate seminars for ULI. He is also a member of Alpha Lambda, an honorary land economics society.

Rick Hurwitt is the Chief Financial Officer for William A. Hazel, Inc., a large local site development contractor.

Mr. Hurwitt has 17 years of financial experience in the construction and real estate industries. Prior to that, he worked for a regional CPA firm in the Tidewater area.

Mr. Hurwitt completed Leadership Loudoun in 2000 and was instrumental in initiating the Ethics Day program for the Loudoun high school Senior classes. He received his BBA in accounting from the College of William and Mary and earned an MBA in Marketing from Old Dominion University.

Economic Development Commission Member Biographies 2010

Randall L. Kelley is chief executive officer of Inova Loudoun Hospital in Leesburg. As CEO, he has overall responsibility for the only private, non-profit hospital in Loudoun County. Inova Loudoun Hospital has 1600 employees and an annual budget of \$210 million.

Mr. Kelley has served in a variety of positions in health care since 1979. Prior to joining Inova Health System in the summer of 2006, Mr. Kelley was President and CEO of Gateway Health System in Clarksville, Tennessee. In this role he led efforts which have resulted in replacement of Gateway's 50 year old facility with a 270 bed hospital slated to open in 2008.

While in Clarksville, he also served in a variety of community leadership roles including YMCA chair, elder in the First Presbyterian Church and chair of the Clarksville/Montgomery County Economic Development Council and as chair of the Clarksville/Montgomery County Chamber of Commerce.

Mr. Kelley is a graduate of the University of Michigan and also earned a master's degree in Healthcare Administration from the University of Minnesota. He has also served since 1993 as active adjunct faculty for the University of Minnesota's School of Public Health executive master's program in healthcare administration.

Mr. Kelley is a fellow of the American College of Healthcare Executives.

Kurt Krause's current duties revolve around managing a 110 acre, 917 guest room conference center. The National Conference Center is arguably the most unique and clearly the largest conference center in the country. Situated in the one of the major commercial corridors in the Greater Washington, D. C. area The National Conference Center features state of the art technology, the most modern training labs, 32,000 square foot Sports Center, four tennis courts and a 25 meter pool, and food and beverage facilities. In February 2008 The Conference Center added a 16,500 square foot ballroom and adjacent parking lot.

From 2003 to 2006, Kurt was the Vice President of Business Affairs at Virginia Tech. His duties and responsibilities included Facilities, Personnel, VT Police Department, Department of Environmental Health and Safety Services, Office of the University Architect, and Real Estate Management.

Prior to joining Virginia Tech in October 2003, Kurt served our Country as a "loaned executive" for the Transportation Security Administration. As a founding father of arguably the largest start-up of any private or public organization he was specifically responsible for many of the consumer oriented deliverables. The success of these programs provided Kurt the opportunity to create and staff the Office of Consumer Advocacy and Initiatives within the Administration which is today a very active department. The primary functions for this office are Market Relations, Customer Focus and Analysis, Passenger Claims, Policy issues for passengers with disabilities, and Passenger Education programs. For his effort in founding the agency in addition to the consumer element, he was recognized with the

Economic Development Commission Member Biographies

2010

Department of Transportation Distinguished Service Medal by Secretary Norman Minetta in 2002.

Prior to TSA, Kurt spent twenty-two years with Marriott International, where his background includes various assignments in the sales and marketing discipline, followed by operational assignments in Florida and Virginia. His last position with Marriott was Vice President of Brand Strategy for Renaissance Hotels Brand Team. However his most enjoyable position was General Manager at the Westfields Marriott in Chantilly, Virginia.

Kurt a very proud graduate of Virginia Tech (1980) believing in the university's motto of Ut Prosim by serving on a number of community boards, task forces, and advisory councils.

Mary K. Porter is the founder and owner/operator of the Curiosity Zone, a unique business that focuses on developing hands-on science curriculum, toys and entertainment products for kids. Ms. Porter also founded a consulting firm that worked with rapidly growing businesses to develop and implement creative product, marketing and growth strategies. Prior to that, she was a business unit manager at Onvia.com, a Seattle based Internet company. There, she founded and built one of five business units instrumental in driving the company's \$240 million IPO. Ms. Porter also practiced commercial litigation for four years with the international law firm Gibson, Dunn & Crutcher.

Ms. Porter is a member of the Loudoun County Chamber of Commerce and has made significant volunteer contributions in the area of elder law, including founding the Advocacy Group for the Elderly at UVA Law School and serving as pro bono counsel for the Elder Abuse Prevention Program in Denver. She holds a BA in Government and a law degree from the University of Virginia.

Robert C. Steere is Principal of Steere Consulting Partners, LLC, in Leesburg and formerly served as Chief Operating Officer of the Loudoun County Chamber of Commerce. Mr. Steere also serves on the Board of Directors of Loudoun Interfaith Relief and is the chairman of Fall into the Arts: A Leesburg Fine Arts Event.

Mr. Steere received an MBA from The Peter F. Drucker and Masatoshi Ito Graduate School of Management at Claremont Graduate University and a B.A. from the University of Utah in Salt Lake City.

Charlene Wheeless is vice president of Communications for the Intelligence and Information Systems (IIS) business of Raytheon Company and Site Executive for the business's facility in Falls Church, Va.

As vice president of Communications since 2004, Wheeless oversees all public relations, advertising, media relations, marketing communications, employee communications, and community relations for the \$3.1 billion business.

Economic Development Commission Member Biographies 2010

In 2005, Wheeless' responsibilities were expanded to include Site Executive for the company's location in Falls Church, Va. In this role, Wheeless is responsible for oversight of the 700,000 square foot facility, which houses approximately 1,400 Raytheon employees.

Prior to joining Raytheon, Wheeless was senior vice president of Global Communications and Marketing for American Management Systems (AMS), a technology and consulting company, where she was responsible for all aspects of the global communications program.

Wheeless joined AMS from DynCorp, where she was a corporate officer and vice president of Corporate Communications for one of the nation's largest employee-owned technology and service providers.

Throughout her career, Wheeless has led teams that have received awards from numerous professional organizations, including the International Association of Business Communicators, the International Academy of the Visual Arts, and the Telly Awards.

In 2008, Wheeless was named a "Woman Worth Watching" by Profiles in Diversity magazine and a "Women Who Mean Business" honoree by The Washington Business Journal. In 2007, Wheeless was a recipient of the annual Raytheon CEO Award given in recognition of outstanding performance by the Raytheon Chairman and CEO.

Wheeless is also an active member of her community. She is the chairman of Fairfax Futures, a nonprofit organization dedicated to raising funds and developing programs to strengthen early childhood education in Fairfax County, Va. Additionally, she is an incoming member of the Board of Directors for Women in Aviation.

Wheeless graduated from New Mexico State University with a bachelor's degree in journalism and public relations. She earned a master's degree in public communications at American University in Washington, D.C., and is a candidate for a master's of business administration from the Keller Graduate School of Management. (1st Term)

John B. Wood is chairman, chief executive officer, and president of Telos Corporation. He has led the company's transformation from a ruggedized hardware integrator to a leading provider of network-centric, government-validated enterprise security solutions. He is also treasurer and member of the board of directors for Project Rebirth, a non-profit organization that is chronicling the strength of the human spirit in coping with the aftermath of September 11, 2001, at the World Trade Center. A time lapse film of the rebuilding of Ground Zero frames the year-by-year development of the lives of ten 9/11 survivors. Project Rebirth is the only living record of the minute-by-minute development of the site, and will be a component of the WTC Memorial Museum and archived in the Library of Commerce. He was appointed by the Secretary of the Interior as a board member for the National Forest Foundation. Mr. Wood has a B.S. in Business

Economic Development Commission Member Biographies

2010

Administration in Finance and Computer Science from Georgetown University.

Wood has been an active member of the business community, championing the concept of civic entrepreneurship. He is the founding chairman of the Loudoun County CEO Cabinet, a membership organization comprised of a select group of CEOs, Presidents, Board Chairs/Vice-Chairs from Loudoun County's top corporate and entrepreneurial firms and non-profit/government institutions. The CEO Cabinet is committed to ensuring that Loudoun County is one of the top twenty places in America in which to live, work, and grow a business.

Ed Zigo is President of Clarke-Hook Corporation. Headquartered in Chantilly, VA, the Company is a full line commercial & industrial real estate firm, originally established in 1921. It develops, owns and manages properties throughout the metropolitan Washington, DC region. In Loudoun County, the Company has three major projects: Loudoun Commerce Center in Loudoun Tech Center; University Commerce Center in University Center; and The Capitol Building in Dulles Trade Center I.

Ed is a licensed Real Estate Broker and Past President & current Board Member of the Committee for Dulles. He was formerly on the faculty of University of Maryland and currently a guest lecturer. He holds a BA from Villanova University and an MBA from Fordham University. He began his career at the New York Stock Exchange, Inc., working on their marketing team for approximately eight years.

Appointed Advisory Members (Group C)

Carl N. Grant, III is Senior Vice President, Business Development for Cooley Godward Kronish. He joined the Firm in 2002 and is resident in the Reston office.

Mr. Grant is focused assisting growth-oriented companies achieve their goals through strategic advice, high-impact targeted business introductions, and team-based, business-oriented legal solutions.

Grant previously served as Executive Director-Technology Industry for PricewaterhouseCoopers LLP, the world's largest professional services firm where he led the business development in the DC Metro Region and drove unprecedented growth. Prior to joining PwC, Grant managed the Capital Attraction Program for Fairfax County EDA, an initiative that more than doubled the number of venture capital funds in that county. Immediately before joining Cooley, Grant served as VP, Business Development for two venture capital-backed technology companies in the northern Virginia area. Grant was also a Director in a division of Multimedia, Inc. leading up to and through Gannett's \$1.8 billion acquisition of the company.

Mr. Grant served over 10 years in the Army National Guard and Reserve as an Airborne Infantry Officer, where he achieved the rank of Major. As Public Affairs Officer for the 29th Infantry Division -- a five-state, 11, 000 soldier unit -- he was responsible for media relations, community relations and command information. Mr. Grant led a number of successful overseas public affairs missions during his two

Economic Development Commission Member Biographies 2010

tours to Central America, and was awarded the Virginia Bronze Star for meritorious service as Aide to the Adjutant General of Virginia.

Grant serves on the Board of Directors for Association for Corporate Growth (ACG) National Capital Chapter, Lovettsville Community Church and is Chairman of High Tech Prayer Breakfast - DC Metro, Inc. He is on the Advisory Boards of Sonabank Loudoun County, KZO Networks, Pulse Media Group, C5i, and the Heiden Group. He is an active member of the Northern Virginia Technology Council (NVTC), Leadership Fairfax (LFI) and the Mid-Atlantic Venture Association (MAVA).

Mr. Grant holds an MBA from the Kelley School of Business at Indiana University and a BSJ with honors from the E.W. Scripps School of Journalism at Ohio University. (1st Term)

Edward S. "Bert" Harrell is a member of Cassidy & Pinkard Colliers' Virginia leasing team as Senior Vice President. Bert brings over 20 years of commercial real estate experience in leasing, sales, investment analysis and transaction structure. Bert specializes in providing advisory services and marketing solutions to private, corporate and institutional owners/landlords throughout Northern Virginia for suburban office product. Bert's has a strong submarket focus in the Route 28 Corridor from Loudoun south into Prince William County.

Bert's background also includes a unique understanding of land and the process whereby new development opportunities are identified and related marketing strategies are implemented. Bert adds additional value by consulting on all aspects of the development and entitlement process from land acquisition through delivery. Handling user as well as investment sales is another aspect of Bert's experience. With his strong submarket focus, clients have turned to Bert's unique market insight which has led to the completion of sales of land, class A office product and office/flex buildings. Over the last 36 months, Bert was involved in completed leasing and sales transactions valued in excess of \$400 million.

Prior to joining Cassidy & Pinkard Colliers, Bert was a top producer with CB Richard Ellis, Inc. Bert ranked in the top 20 of all brokers in the Baltimore region in 2001, 2004 and 2005. Prior to his tenure at CB Richard Ellis, Bert was a principal at Cambridge Hanover, LP based in New Canaan, Connecticut, where he was responsible for acquiring existing assets and structured build-to-suits and joint ventures with private and institutional investors throughout the east cost of the US. (1st Term)

Cheryl Moore is the chief operating officer for the Howard Hughes Medical Institute's (HHMI) Janelia Farm Research Campus. Her portfolio includes strategic planning, budgeting, staffing, and overseeing all operational aspects of the campus's activities.

Before joining HHMI in March 2004, Moore was senior vice president and chief operating officer at the Burnham Institute for Medical Research, a private, nonprofit life-sciences research center in La Jolla, California. A graduate of the University of

Economic Development Commission Member Biographies 2010

San Diego, she has also held positions as Vice President of Strategic Relations, Vice President of National Contracting, and Vice President of Finance at various health-care companies and was a certified public accountant at Deloitte & Touche, LLP.

Moore is involved in numerous community and industry activities. She currently serves on the board of the Virginia Biotech Association and has been appointed by the Governor's office to the board of the Virginia Biotechnology Research Park Authority.

Rick Pearson is a senior level corporate finance professional with more than 16 years of experience leading finance and accounting organizations for corporations in various growth, start up, IPO, transition and international situations.

Mr. Pearson is currently the Senior Director of Corporate Finance at Neustar, Inc., a provider of clearinghouse and directory services to the global communications and Internet industry. In this role, Mr. Pearson coordinates, manages and provides operational support for all aspects of Neustar's global financial infrastructure, including financial operations, investor relations support and advisor to senior management on financial matters and policy. Mr. Pearson played an integral role in Neustar's successful IPO.

Prior to joining Neustar, Mr. Pearson held finance leadership positions at Tier Technologies and Vastera, Inc. (now JPMorgan Chase Vastera). As a leader of the accounting and finance functions, Mr. Pearson's responsibilities included oversight of financial operations, M&A integration, corporate taxation, financial reporting matters and policy. While at Vastera, Mr. Pearson played an integral role in the company's successful IPO. Mr. Pearson has over four years of public accounting experience.

Mr. Pearson has worked in Loudoun County for over 10 years and is a graduate of the 2009 Leadership Loudoun Program.

Standing Advisory Members (Group D)

Brian Chavis is the CEO of ARGroup, a Loudoun technology company specializing in the design, implementation, and management of computer networks. He is also the current Chairman of the Loudoun County Industrial Revenue Authority. Mr. Chavis has served in various executive and technical positions in technology companies in the Washington metro region since 1983. Prior to moving to the region, Mr. Chavis was the Robert F. Hastings Fellow at the University of Illinois where he also served as an assistant professor.

In 1986, he started ARGroup as an IT services company focusing on managed services for computer networks. ARGroup now has offices in DC, Virginia, and Maryland and provides strategic computer network support to over 200 commercial and government clients. In 2001, ARGroup was awarded the Technology Business of the Year honor in Loudoun County.

Economic Development Commission Member Biographies 2010

Mr. Chavis previously served Chairman of the Board of the Loudoun County Chamber of Commerce. He is the 2004 and 2005 recipient of the Dick Brennan Chairman's Award, the highest annual honor to a Chamber volunteer.

Also, Mr. Chavis is a 2004 graduate of Leadership Loudoun, and serves on the Board of Directors for the Loudoun Small Business Development Center and the Loudoun Community Health Clinic. He is also a member of the Loudoun Industrial Development Authority.

He has been seen or quoted in kiplionger.com, techrepublic.com, Washington Post, Leesburg Times-Mirror, Federal Computer Week, SmartReseller, Inc. Magazine, Loudoun Magazine, and is a regular contributor to his blog at www.brianchavis.com

Dr. Edgar Hatrick is Superintendent of Loudoun County Public Schools. A 1963 graduate of Loudoun County High School, Dr. Hatrick began his teaching career there in 1967 and held numerous teaching and administrative positions with LCPS before becoming Superintendent in 1991.

He is active in numerous community organizations, including the Chamber of Commerce, the School-Business Partnership Executive Council, the Rotary, and the YMCA, among others. In addition, Dr. Hatrick was named the "2002 Citizen of the Year" by the *Loudoun Times-Mirror*.

He holds a B.A. in English from the University of Richmond, a Teaching Certificate from the University of Virginia, and an M.A. and Ed.D. (Educational Administration) from Virginia Tech.

Tim Hempstreet began his service as County Administrator for Loudoun County in December 2009.

Hempstreet came to Loudoun County from the City of Miami Beach, Fla., where he had held management positions since April 2001. He had served as Assistant City Manager and Assistant Executive Director of the Redevelopment Agency since March 2005. Before that, he was director of the Capital Projects Office.

His responsibilities as Assistant City Administrator for Miami Beach included overseeing the Departments of Public Works, Planning, Capital Improvements, Economic Development, Public/Private Joint Ventures and the Redevelopment Agency Construction. The City of Miami Beach has approximately 2,000 employees, an annual operating budget of \$425 million, and a capital budget of \$800 million.

Before joining the City of Miami Beach, he held several management positions with the Cities of Tamarac and Hollywood, Fla. He served as Assistant City Manager and Finance and Policy Officer for the City of Tamarac.

Hempstreet, who grew up in Northern Virginia, earned both a Bachelor's Degree in Political Science and a Master's Degree in Public Administration from James

Economic Development Commission Member Biographies 2010

Madison University in Harrisonburg, Va. He and his wife Pam have two young sons.

Robin Suomi is Director of the Loudoun Small Business Development Center. The center assists and educates new and existing business to increase their chance for entrepreneurial success. In addition to one-on-one counseling with Loudoun businesses, the Center provides more than 46 seminars annually. These services are free and confidential.

Ms. Suomi is a member of the Loudoun County Chamber of Commerce and serves on the Advisory Board of Old Dominion University.

She received her BS in Management from George Mason University and her MBA from The George Washington University. She has lived in Loudoun County since 1995.

Member Emeritus

Shaun V. Kelley is a Senior Vice President with PNC Bank, N.A. and regional credit executive for PNC Real Estate Finance in the Greater Washington region. He has more than twenty years of experience in the banking industry, primarily in the area of lending to small and medium size businesses.

Mr. Kelley moved to Loudoun with his family in 1997 and has served as a partner with Special Olympics in Loudoun County, as a member of the Steering Committee for the Northern Virginia Chapter of the American Heart Association Heart Walk, as a volunteer with the local chapter of the U.S. Pony Club, and as a member of Loudoun County's Community Services Board. In addition, he served on the Economic Development Commission of St. Petersburg, Florida, and was the volunteer Treasurer of the Boston Housing Partnership. Mr. Kelley received his MBA from Babson College and his BS in Business Administration from Boston College.

Tadeusz (Ted) W. Lewis, P.E. is Principal of GeoConcepts Engineering, Inc., a geotechnical engineering and environmental services firm based in Leesburg. The firm specializes in evaluating sites for potential development, water supply needs, environmental due diligence studies, and designs foundations and earthwork for office buildings and industrial parks.

Since its founding in 1999 with a staff of four, GeoConcepts has grown to a staff of 44. Mr. Lewis currently serves on the Loudoun County Design Cabinet and previously served on the Zoning Ordinance Review Committee (ZORC). He is a member of the National Association of Industrial and Office Properties. Mr. Lewis received his MBA from Averett College, and his MS in Civil Engineering and BS in Agricultural Engineering from Virginia Tech.

Joseph G. Paciulli, a Licensed Land Surveyor, is President and CEO of Paciulli, Simmons & Associates, Ltd. As Manager of the company's Leesburg office, he is responsible for the conduct of all work in Loudoun County.

Economic Development Commission Member Biographies 2010

A resident of Loudoun County, Mr. Paciulli has served on several local boards and committees, including the Loudoun County Affordable Dwelling Unit Advisory Board, the Loudoun County Zoning Ordinance Suburban Area Focus Group, and the Loudoun Chapter of the Northern Virginia Building Industry Association.

He holds a B.S. in Business Administration and Management from the Virginia Polytechnic Institute, and has continued his education with courses in surveying, law, marketing and management.